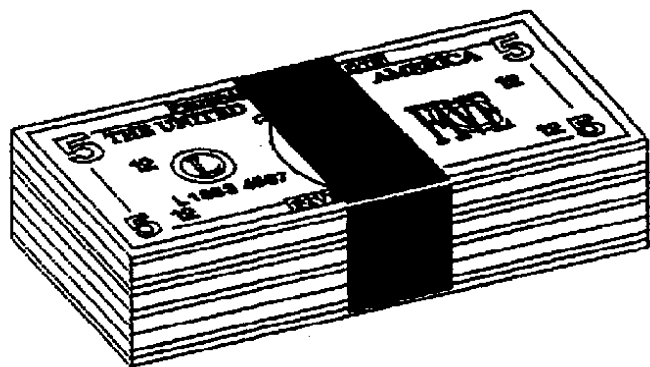


**CURRENT THREE YEAR PAYMENT OF
\$46,836.00**



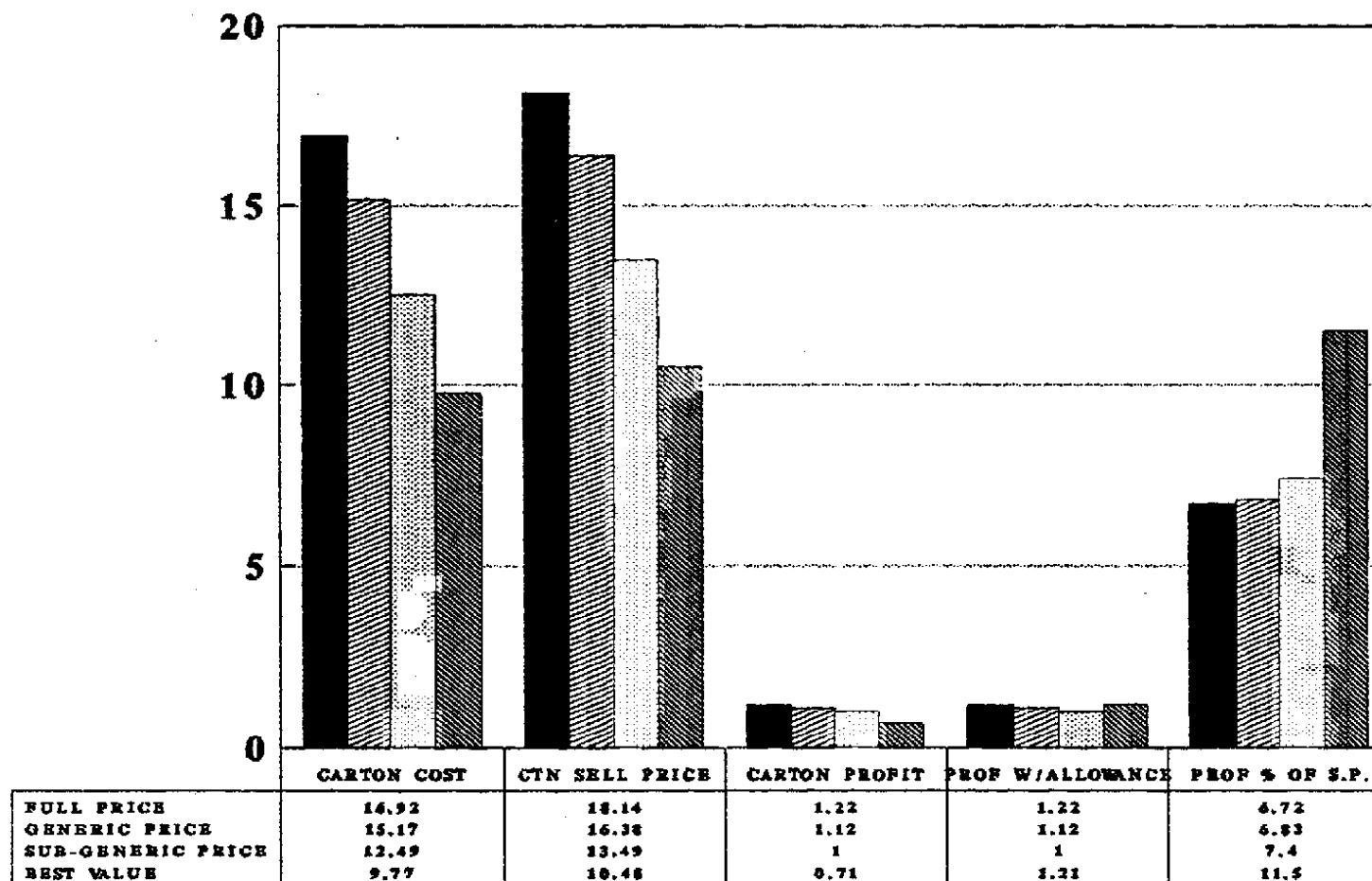
VS.



**PROPOSED THREE YEAR PAYMENT OF
\$114,936.00**

KINGS @ STATE MINIMUM

51850 2131



■ FULL PRICE ▨ GENERIC PRICE ▩ SUB-GENERIC PRICE ▤ BEST VALUE

INVENTORY COST/PROFIT ANALYSIS

\$1,000.00 PER STORE BONUS WILL BE SUPPORTED BY THE FOLLOWING ;

\$250.00 O.P.M. BONUS

THE REMAINING \$750.00 WILL BE OFFSET BY THE PROMO BIN DISPLAY WHICH AT \$50.00 PER MONTH P.C.D 1Z PLAN WOULD EARN \$1,800.00 OVER THE THREE YEAR PERIOD FOR ALL 24 STORES

THEREFORE

$\$250.00 + \$1,800.00 - \$1,000.00$ BONUS SAVES R.J.R. $\$1,050.00$ /STORE OVER THE THREE YEAD PERIOD

SHOULD THE \$1,000.00 BONUS ALONG WITH INCREASED CONTRACT PAYMENTS NOT ACCOMPLISH OUR OBJECTIVE, ADDITIONAL MONIES NOT EXCEEDING A TOTAL OF $\$1,050.00$ /STORE CAN BE PAID VIA P.C.D. PLAN 1Z.

DRUG FAIR 24 STORES 300 CTN/WK AVERAGE VOLUME

	CURRENT		PROPOSAL	
	# OF STORES	ANNUAL PAYMENT	# OF STORES	ANNUAL PAYMENT
R.J.R. OVERHEADS	15	\$0.00	24	\$0.00
O.P.M. PROMO BIN	0	\$0.00	24	\$0.00
SAVINGS CENTERS	15	\$9,492.00	24	\$13,272.00
E.V.D.'S	0	\$0.00	24	\$4,320.00
NSS1	17 (680 ROWS)	\$6,120.00	6 (240 ROWS)	\$2,160.00
NSS2	0		11 (440 ROWS)	\$10,560.00
BEST VALUE CTN/PK DISPLAY	0	\$0.00	24	50 CENT/CTN
TOTAL		<u>\$15,612.00</u>		<u>\$30,312.00</u>
			ONE TIME BONUS PAYMENT OF \$24,000 FOR THREE (3) YEAR MAINTENANCE OF ALL OF THE ABOVE PROGRAMS	
			BEST VALUE ANNUAL PAYMENT ESTIMATE BASED ON CURRENT DORAL STORE SALES IS PROJECTED TO BE \$10,000.00	

DRUG FAIR

24 STORES

300 CTN/WK AVERAGE VOLUME

	CURRENT		PROPOSAL	
	# OF STORES	ANNUAL PAYMENT	# OF STORES	ANNUAL PAYMENT
R.J.R. OVERHEADS	15	\$0.00	24	\$0.00
O.P.M. PROMO BIN	0	\$0.00	24	\$7,200.00
SAVINGS CENTERS	15	\$9,492.00	24	\$13,272.00
E.V.D.'S	0	\$0.00	24	\$4,320.00
NSS1	17 (680 ROWS)	\$6,120.00	6 (240 ROWS)	\$2,160.00
NSS2	0		11 (440 ROWS)	\$10,560.00
BEST VALUE CTN/PK DISPLAY	0	\$0.00	24	50 CENT/CTN
TOTAL		<u>\$15,612.00</u>		<u>\$37,512.00</u>
			ONE TIME BONUS PAYMENT OF \$24,000 FOR THREE (3) YEAR MAINTENANCE OF ALL OF THE ABOVE PROGRAMS	
			BEST VALUE ANNUAL PAYMENT ESTIMATE BASED ON CURRENT DORAL STORE SALES IS PROJECTED TO BE \$10,000.00	

DRUG FAIR SCHEDULUNG

<u>STORES</u>	<u>DATES</u>	<u>UNIT SIZE</u>
ENGLEWOOD	JUNE 20	8 FT
LAKEWOOD	JUNE 22	6 FT
HAZLET	JUNE 23	6 FT
KINGSTON	JUNE2 24	6 FT
MATAWAN	JUNE 25	8 FT
FREEHOLD	JUNE 29	8 FT

DRUG FAIR SCHEDULING

<u>STORES</u>	<u>DATES</u>	<u>UNIT SIZE</u>
WESTFIELD	JUNE 15	6 FT
CRANFORD	JUNE 15	8 FT
EDISON	JUNE 16	8 FT
S. PLAINFIELD	JUNE 16	8 FT
BERKLEY HIEGHTS	JUNE 17	8 FT
N. PLAINFIELD	JUNE 17	8 FT
MIDDLESEX	JUNE 18	4 FT
MANVILLE	JUNE 18	8 FT
FAIRFIELD	JUNE 16	8 FT
WYCKOFF	JUNE 17	8 FT
OAKLAND	JUNE 18	8 FT
RIDGEWOD	JUNE 19	8 FT

DRUG FAIR : R.J.REYNONDS TOBACCO CO. MERCHANDISING AGREEMENT

R.J.REYNOLDS TOBACCO COMPANY OFFERS THE FOLLOWING THREE YEAR PROGRAM TO DRUG FAIR (COMMUNITY DISTRIBUTORS), CURRENTLY OPERATING 24 STORES.

MONTHLY PAYMENT RATE: \$2,528.00

QUARTERLY PAYMENT : \$7,578.00

ANNUAL RATE: \$30,312.00

THREE YEAR RATE: \$90,936.00

PLUS A ONE TIME BONUS PAYMENT OF \$24,000.00 AFTER THE COMPLETION OF FULL IMPLEMENTATION OF THIS PROGRAM.

THREE YEAR RATE INCLUDING ONE TIME BONUS : \$114,936.00

REQUIREMENTS

ALL STORES:

- * EXCLUSIVE R.J.R. OVERHEAD PACKAGE MERCHANDISER WITH PROMOTIONAL BIN
- * SAVINGS CENTER CARTON DISPLAY TO PROMOTE DORAL.
- * BEST VALUE CARTON/PACK DISPLAY TO PROMOTE BEST VALUE AND STERLING.

17 STORES

- * R.J.R 40 ROW NON SELF SERVICE CARTON PROGRAM.

ALL NEW STORES WILL BE REQUIRED TO MEET THE ABOVE REQUIREMENTS. TOTAL PAYMENT WILL BE INCREASED BY \$315.75 PER QUARTER. ADDITIONALLY A ONE TIME BONUS WILL BE MADE AT A RATE OF \$1,000.00 PER NEW STORE.

DRUG FAIR AGREES TO MAINTAIN R.J.R.T. PROGRAM AS NOTED ABOVE FOR A THREE YEAR PERIOD.

DRUG FAIR GIVES R.J.R.T. FIRST RIGHT OF REFUSAL AT THE END OF THE THREE YEAR PERIOD.

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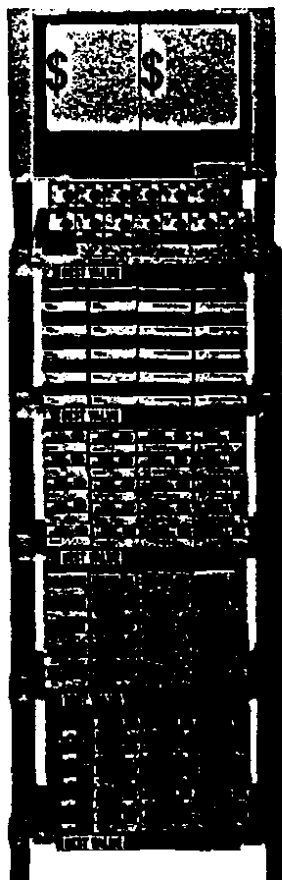
/ /92

FORSYTH TOBACCO PRODUCTS

PERMANENT DISPLAYS

51850 2138

MODULAR FLOOR DISPLAY WITH PACK INSERT AND EXTRA SHELF (70"H X 20 3/4"W X 12"D)



ORDERING INFORMATION FOR MODULAR FLOOR DISPLAY

QTY.	ITEM DESCRIPTION	ITEM #	PKG
1	MODULAR FLOOR DISPLAY	192513	-1
1	EXTRA SHELF	192524	-1
1	PACK INSERT	217681	-4
5	SMALL CHANNEL STRIP HOLDER	159942	-20

PERMANENT COUNTER DISPLAY (25 1/2"H X 14 1/4"W X 7"D)



ORDERING INFORMATION FOR PERMANENT COUNTER DISPLAY

QTY.	ITEM DESCRIPTION	ITEM #	PKG
1	15 PACK TRAY	177345	-40
1	SIGN HOLDER/ SIDE SIGN ADAPTER KIT	188144	-1
1	LARGE SIGN FRAME	183178	-40
1	BASE/ BASE EXTENTION	177352	-10
1	UPRIGHT COLUMN/ TELESOPING EXT. KIT	188136	-1
3	SMALL CHANNEL STRIP HOLDER	159942	-20

P.O.S. AVAILABLE FOR ALL FORSYTH PRODUCTS THROUGH SALES MATERIALS SYSTEM

DRUG FAIR : R.J.REYNOLDS TOBACCO CO. MERCHANDISING AGREEMENT

R.J.REYNOLDS TOBACCO COMPANY OFFERS THE FOLLOWING THREE YEAR PROGRAM TO DRUG FAIR (COMMUNITY DISTRIBUTORS), CURRENTLY OPERATING 24 STORES.

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QUARTERLY PAYMENT :	\$7,578.00
ANNUAL RATE:	\$30,312.00
THREE YEAR RATE:	\$90,936.00

PLUS A ONE TIME BONUS PAYMENT OF \$24,000.00 AFTER THE COMPLETION OF FULL IMPLEMENTATION OF THIS PROGRAM.

THREE YEAR RATE INCLUDING ONE TIME BONUS : \$114,936.00

REQUIREMENTS

ALL STORES:

- * EXCLUSIVE R.J.R. OVERHEAD PACKAGE MERCHANDISER WITH PROMOTIONAL BIN
- * SAVINGS CENTER CARTON DISPLAY TO PROMOTE DORAL.

17 STORES

- * R.J.R 40 ROW NON SELF SERVICE CARTON PROGRAM.

ALL NEW STORES WILL BE REQUIRED TO MEET THE ABOVE REQUIREMENTS. TOTAL PAYMENT WILL BE INCREASED BY \$315.75 PER QUARTER. ADDITIONALLY A ONE TIME BONUS WILL BE MADE AT A RATE OF \$1,000.00 PER NEW STORE.

DRUG FAIR AGREES TO MAINTAIN R.J.R.T. PROGRAM AS NOTED ABOVE FOR A THREE YEAR PERIOD.

DRUG FAIR GIVES R.J.R.T. FIRST RIGHT OF REFUSAL AT THE END OF THE THREE YEAR PERIOD.

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51850 2139

DRUG FAIR

PROPOSED PAYMENT W/ NEW CONTRACT

MERCHANDISERS

PAYMENT

(10) STORES W/ 2'1/2 SAV. CTR.

\$ 7,680.00 / YR.

(14) STORES W/ 1' FT SAV. CTR.

\$ 4,680.00 / YR.

\$ 7,680.00

+ \$4,680.00

\$12,360.00

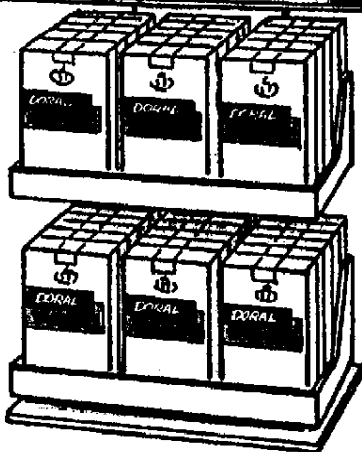
A YEAR!!!!

NOTE: PAYMENT DOES NOT INCLUDE SALES OR PROFIT !!!

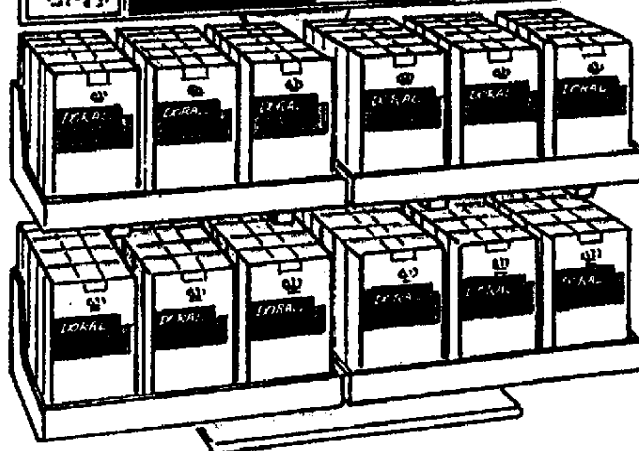
DORAL COUNTER DISPLAY



A



B



51850 2141

unit

- A. 30 Pack Doral CCD — Plastic
B. 60 Pack Doral CCD — Plastic

capacity
30 packs
60 packs

height
13 1/2"
13 1/2"

width
14 1/8"
14 1/8"

depth
6 3/4"
6 3/4"



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Item No. 289652